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Subject: New Seeker Software Strategy

Tracy Shen has written an application for the CM2 that is a new-C\* version of CMDRS (WAIS server code). We just publicly announced it!

#### Strategy

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Why are we releasing such a thing on a CM2? Are we going to make any money on it? Why is it so cold in May in Boston, anyway?

We are releasing this on a CM2 because we have the code, there are many people out there with CM2 that could use it, and we would like people that use WAIS to use Connection Machines.

WAIS has generated alot of interest around the world. Many people now know of Thinking Machines that do not do traditional supercomputing. This product allows people to use our for-pay products to use WAIS.

Are we going to make any money on this? We sell Connection Machines, so I see our job is to make Connection Machines desirable. This application will at least extend the useful life of CM2's in the field.

Columbia Law School Library has bought a CM2 to serve their students using WAIS.

We are in negotiations with a company that is looking to make an information product for the k-12 market.

National labs like los alamos are looking at ways to be useful in an information world ("bits not bombs"?). We would like them to think of us.

Therefore, we are not looking to sell this software as a product, but rather let our existing customers use it.

If people come to us to buy a machine to use this software in production, we will negotiate from there.

Also, we have a contract from DARPA to move WAIS into the world in a big way. This is a step towards that.

#### Testing

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We have been testing it within the WAIS group, and now it will go out to the next level of testing. Help here would be helpful.

Otto will be installing it on CMNS as an eventual replacement for CMDRS there.

Marshall Presser has offered to try it out in DC.

Extra installations would be helpful. Interested folk should write to barbara@think.com.

Team (who to laud and complain at)  
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Tracy Shen (shen@think.com): author of the CM code, and technical support  
Jonathan Goldman (jonathan): author of the serial code, software packaging  
Barbara Lincoln (barbara): release coordinator, customer contacts

Brewster Kahle, Harry Morris, Ottavia Bassetti: helpful on the sidelines  
Gordon, Ephraim, FAD, REM, Kath, etc: authors of previous version CMDRS  
Ross Perot: Cool to put in lists these days.

Please help us learn how to put out the best software for our machine.

-brewster

"Save your software. The rest is meat."